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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		DEC 1988	DEC 1987	JUL-DEC 1988/89	JUL-DEC 1987/88
AL	Alabama	5,898	3,713	31,221	30,193
AK	Alaska	0	61	0	131
AZ	Arizona	331	304	1,241	1,706
AR	Arkansas	2,570	3,740	18,963	22,806
CA	California	6,070	4,928	38,696	36,053
CO	Colorado	640	853	2,648	1,868
CT	Connecticut	178	175	1,249	934
DE	Delaware	1,205	621	7,534	6,136
FL	Florida	8,111	11,734	42,692	61,896
GA	Georgia	7,624	4,835	49,684	44,176
HI	Hawaii	43	75	3,062	7,381
ID	Idaho	1,080	776	9,385	7,798
IL	Illinois	71,461	72,723	316,338	359,182
IN	Indiana	42,865	48,941	164,493	180,745
IA	Iowa	59,517	67,459	276,662	266,364
KS	Kansas	2,835	4,525	25,558	23,815
KY	Kentucky	10,660	1,057	55,838	29,320
LA	Louisiana	17,599	28,762	69,341	64,103
ME	Maine	1,853	15	3,713	3,374
MD	Maryland	1,859	556	16,004	11,935
MA	Massachusetts	318	641	1,534	1,222
MI	Michigan	14,932	16,497	77,930	73,103
MN	Minnesota	43,804	50,355	166,788	175,627
MS	Mississippi	1,188	2,061	8,721	18,559
MO	Missouri	20,415	20,112	127,492	125,507
MT	Montana	557	2,062	3,801	4,955
NE	Nebraska	3,324	2,294	11,900	12,958
NV	Nevada	0	0	61	0
NH	New Hampshire	11	241	70	389
NJ	New Jersey	522	200	2,360	1,850
NM	New Mexico	844	1,218	12,435	4,168
NY	New York	5,878	3,623	17,417	12,141
NC	North Carolina	13,073	5,433	33,293	21,915
ND	North Dakota	1,711	2,059	6,219	9,821
OH	Ohio	48,050	30,474	221,045	182,269
OK	Oklahoma	1,079	1,266	10,404	11,734
OR	Oregon	769	3,033	9,817	13,633
PA	Pennsylvania	5,338	2,761	20,415	18,308
RI	Rhode Island	119	116	1,341	261
SC	South Carolina	15,834	2,170	35,406	19,935
SD	South Dakota	1,866	1,381	5,661	4,918
TN	Tennessee	22,644	29,870	45,292	46,393
TX	Texas	8,294	18,071	42,759	69,421
UT	Utah	730	97	3,634	3,292
VT	Vermont	63	14	314	951
VA	Virginia	1,282	2,285	26,433	26,202
WA	Washington	2,772	5,428	13,609	14,322
WV	West Virginia	61	122	422	364
WI	Wisconsin	25,967	41,041	124,452	113,273
WY	Wyoming	102	57	717	779
	TOTAL U.S.:	483,946	500,835	2,166,064	2,148,186
CANADA					
AB	Alberta	1,494	1,883	9,087	9,324
BC	Brit. Columbia	3,087	213	3,755	1,264
MB	Manitoba	2,162	2,033	9,540	9,123
NB	New Brunswick	432	3,110	5,012	6,709
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	452	225	1,665	1,756
ON	Ontario	12,140	22,437	58,246	101,478
PE	Pr.Edward Isle	945	478	5,250	4,738
PQ	Quebec	2,426	(660)	36,249	43,673
SK	Saskatchewan	1,288	320	4,233	13,321
	TOTAL CAN:	24,426	30,039	133,037	191,386
EXPORT SALES:		340,479	348,902	2,153,546	1,899,559
TOTAL AG SALES		848,851	879,776	4,452,647	4,239,131
Non-Ag U.S.		38,061	42,972	215,781	208,592
	Canada	1,428	2,972	14,473	13,712
	Exports	25,520	3,106	68,475	60,251
TOTAL NON-AG SALES		65,009	49,050	298,729	282,555
GRAND TOTAL		**913,860**	**928,826**	**4,751,376**	**4,521,686**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

DECEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,996	2,775	616	27	484	5,898
AK Alaska	0	0	0	0	0	0
AZ Arizona	111	0	108	0	112	331
AR Arkansas	62	248	810	1,450	0	2,570
CA California	3,331	806	640	0	1,293	6,070
CO Colorado	117	0	461	51	11	640
CT Connecticut	0	367	(189)	0	0	178
DE Delaware	0	0	1,205	0	0	1,205
FL Florida	2,499	2,448	665	131	2,368	8,111
GA Georgia	1,505	1,642	2,152	1,185	1,140	7,624
HI Hawaii	0	0	0	0	43	43
ID Idaho	119	722	239	0	0	1,080
IL Illinois	2,675	55,890	5,922	6,865	109	71,461
IN Indiana	1,930	31,897	6,734	2,293	11	42,865
IA Iowa	103	38,804	16,345	4,254	11	59,517
KS Kansas	308	483	1,236	732	76	2,835
KY Kentucky	0	9,126	0	16	1,518	10,660
LA Louisiana	2,925	5,690	7,484	1,500	0	17,599
ME Maine	0	1,260	311	0	282	1,853
MD Maryland	0	0	1,239	620	0	1,859
MA Massachusetts	0	61	243	0	14	318
MI Michigan	15	11,713	2,902	105	197	14,932
MN Minnesota	41	13,445	29,066	1,152	100	43,804
MS Mississippi	0	0	232	930	26	1,188
MO Missouri	1,161	2,603	15,649	965	37	20,415
MT Montana	0	21	536	0	0	557
NE Nebraska	183	428	1,837	602	274	3,324
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	11	11
NJ New Jersey	0	33	423	29	37	522
NM New Mexico	0	0	691	0	153	844
NY New York	240	653	4,376	404	205	5,878
NC North Carolina	367	8,071	1,277	2,743	615	13,073
ND North Dakota	0	214	1,497	0	0	1,711
OH Ohio	1,513	34,208	10,289	1,094	946	48,050
OK Oklahoma	322	25	587	135	10	1,079
OR Oregon	113	184	491	0	(19)	769
PA Pennsylvania	363	304	4,300	218	153	5,338
RI Rhode Island	0	119	0	0	0	119
SC South Carolina	669	13,804	547	252	562	15,834
SD South Dakota	16	633	1,143	74	0	1,866
TN Tennessee	400	11,017	10,866	312	49	22,644
TX Texas	1,939	469	3,788	1,010	1,088	8,294
UT Utah	401	35	294	0	0	730
VT Vermont	0	0	0	0	63	63
VA Virginia	100	61	182	114	825	1,282
WA Washington	182	660	1,721	203	6	2,772
WV West Virginia	0	61	0	0	0	61
WI Wisconsin	883	24,382	(3,192)	3,705	189	25,967
WY Wyoming	0	43	53	0	6	102
TOTAL U.S.:	26,589	275,405	135,776	33,171	13,005	483,946
CANADA						
AB Alberta	25	0	1,446	23	0	1,494
BC Brit. Columbia	2,882	0	205	0	0	3,087
MB Manitoba	0	318	1,790	54	0	2,162
NB New Brunswick	0	0	0	397	35	432
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	157	295	0	452
ON Ontario	27	9,922	317	237	1,637	12,140
PE Pr.Edward Isle	0	0	923	0	22	945
PQ Quebec	23	0	79	62	2,262	2,426
SK Saskatchewan	(13)	0	1,133	168	0	1,288
TOTAL CAN:	2,944	10,240	6,050	1,236	3,956	24,426
*EXPORT SALES:	276,694	15,220	39,210	5,172	4,183	340,479
TOTAL AG SALES	306,227	300,865	181,036	39,579	21,144	848,851
NON-AG U.S.	28,653	-	-	8,888	520	38,061
Canada	1,338	-	-	75	15	1,428
*Exports	1,018	-	-	24,502	0	25,520
TOTAL NON-AG SALES	31,009	-	-	33,465	535	65,009
GRAND TOTAL	**337,236**	**300,865**	**181,036**	**73,044**	**21,679**	**913,860**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

DECEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	26	0	6,829	0	1,329	8,184
Brazil	0	8,929	967	0	0	9,896
Chile	22,226	0	0	0	0	22,226
China	102,935	0	0	0	2,497	105,432
Columbia	5,115	1,996	1,984	0	0	9,095
Ecuador	1,810	0	666	0	0	2,476
French Guiana	0	0	181	0	0	181
Guatemala	6,283	0	0	0	0	6,283
Holland	5,377	0	16,843	0	0	22,220
India	14,417	0	0	0	0	14,417
Jamaica	0	1,945	0	0	0	1,945
Japan	15,339	2,350	2,665	5,172	346	25,872
Korea	40,918	0	0	0	0	40,918
Malaysia	11,763	0	0	0	0	11,763
Mexico	377	0	0	0	0	377
New Zealand	12	0	0	0	0	12
Puerto Rico	0	0	0	0	11	11
Sri Lanka	6,770	0	0	0	0	6,770
Switzerland	16,761	0	0	0	0	16,761
Taiwan	23,029	0	0	0	0	23,029
Thailand	3,536	0	0	0	0	3,536
Venezuela	0	0	9,075	0	0	9,075
TOTAL AG:	276,694	15,220	39,210	5,172	4,183	340,479
NON-AGRICULTURAL						
Argentina	33	-	-	0	0	33
Italy	0	-	-	12,005	0	12,005
Japan	213	-	-	12,497	0	12,710
Korea	214	-	-	0	0	214
Mexico	553	-	-	0	0	553
Puerto Rico	5	-	-	0	0	5
TOTAL NON-AG:	1,018	-	-	24,502	0	25,520
TOTAL EXPORTS	**277,712**	**15,220**	**39,210**	**29,674**	**4,183**	**365,999**

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)
DECEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	1,096	2,510	429	27	4,062
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	30	0	30
AR Arkansas	0	0	31	0	31
CA California	0	0	124	0	124
CO Colorado	0	0	0	0	0
CT Connecticut	0	367	(189)	0	178
DE Delaware	0	0	1,205	0	1,205
FL Florida	1,702	2,448	485	131	4,766
GA Georgia	1,286	1,642	2,152	1,162	6,242
HI Hawaii	0	0	0	0	0
ID Idaho	0	145	120	0	265
IL Illinois	390	52,802	5,922	6,865	65,979
IN Indiana	805	30,027	4,831	2,293	37,956
IA Iowa	0	38,045	15,129	4,254	57,428
KS Kansas	0	0	17	109	126
KY Kentucky	0	9,026	0	16	9,042
LA Louisiana	2,737	5,483	7,083	0	15,303
ME Maine	0	1,260	311	0	1,571
MD Maryland	0	0	1,239	620	1,859
MA Massachusetts	0	61	243	0	304
MI Michigan	15	11,713	2,902	105	14,735
MN Minnesota	0	13,378	28,146	1,152	42,676
MS Mississippi	0	0	16	930	946
MO Missouri	0	783	6,302	383	7,468
MT Montana	0	21	536	0	557
NE Nebraska	0	412	174	602	1,188
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	33	423	29	485
NM New Mexico	0	0	0	0	0
NY New York	240	653	4,376	404	5,673
NC North Carolina	367	8,071	1,277	2,743	12,458
ND North Dakota	0	214	1,497	0	1,711
OH Ohio	1,213	32,707	10,289	1,094	45,303
OK Oklahoma	0	0	74	29	103
OR Oregon	0	184	309	0	493
PA Pennsylvania	363	304	4,300	218	5,185
RI Rhode Island	0	119	0	0	119
SC South Carolina	669	13,804	547	252	15,272
SD South Dakota	0	633	1,143	74	1,850
TN Tennessee	0	11,017	9,367	312	20,696
TX Texas	0	14	0	0	14
UT Utah	0	0	0	0	0
VT Vermont	0	0	0	0	0
VA Virginia	0	61	182	114	357
WA Washington	182	645	1,570	203	2,600
WV West Virginia	0	61	0	0	61
WI Wisconsin	883	24,382	(3,192)	3,705	25,778
WY Wyoming	0	0	21	0	21
TOTAL U.S.:	11,948	263,025	109,421	27,826	412,220
CANADA					
AB Alberta	25	0	1,446	23	1,494
BC Brit. Columbia	2,882	0	205	0	3,087
MB Manitoba	0	318	1,790	54	2,162
NB New Brunswick	0	0	0	397	397
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	157	295	452
ON Ontario	27	9,922	317	237	10,503
PE Pr.Edward Isle	0	0	923	0	923
PQ Quebec	23	0	79	62	164
SK Saskatchewan	(13)	0	1,133	168	1,288
TOTAL CAN:	2,944	10,240	6,050	1,236	20,470
*EXPORT SALES:	252,565	13,224	23,672	5,172	294,633
TOTAL AG SALES	267,457	286,489	139,143	34,234	727,323
NON-AG U.S.	16,326	-	-	7,751	24,077
Canada	1,338	-	-	75	1,413
*Exports	213	-	-	24,502	24,715
TOTAL NON-AG SALES	17,877	-	-	32,328	50,205
GRAND TOTAL	**285,334**	**286,489**	**139,143**	**66,562**	**777,528**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

DECEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	26	0	6,829	0	6,855
Brazil	0	8,929	0	0	8,929
Chile	22,226	0	0	0	22,226
China	95,164	0	0	0	95,164
Holland	5,377	0	16,843	0	22,220
India	14,417	0	0	0	14,417
Jamaica	0	1,945	0	0	1,945
Japan	12,566	2,350	0	5,172	20,088
Korea	40,918	0	0	0	40,918
Malaysia	11,763	0	0	0	11,763
New Zealand	12	0	0	0	12
Sri Lanka	6,770	0	0	0	6,770
Switzerland	16,761	0	0	0	16,761
Taiwan	23,029	0	0	0	23,029
Thailand	3,536	0	0	0	3,536
TOTAL AG:	252,565	13,224	23,672	5,172	294,633
NON-AGRICULTURAL					
Italy	0	-	-	12,005	12,005
Japan	213	-	-	12,497	12,710
TOTAL NON-AG:	213	-	-	24,502	24,715
TOTAL EXPORTS	**252,778**	**13,224**	**23,672**	**29,674**	**319,348**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

DECEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	900	265	187	0	484	1,836
AK Alaska	0	0	0	0	0	0
AZ Arizona	111	0	78	0	112	301
AR Arkansas	62	248	779	1,450	0	2,539
CA California	3,331	806	516	0	1,293	5,946
CO Colorado	117	0	461	51	11	640
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	0	0
FL Florida	797	0	180	0	2,368	3,345
GA Georgia	219	0	0	23	1,140	1,382
HI Hawaii	0	0	0	0	43	43
ID Idaho	119	577	119	0	0	815
IL Illinois	2,285	3,088	0	0	109	5,482
IN Indiana	1,125	1,870	1,903	0	11	4,909
IA Iowa	103	759	1,216	0	11	2,089
KS Kansas	308	483	1,219	623	76	2,709
KY Kentucky	0	100	0	0	1,518	1,618
LA Louisiana	188	207	401	1,500	0	2,296
ME Maine	0	0	0	0	282	282
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	14	14
MI Michigan	0	0	0	0	197	197
MN Minnesota	41	67	920	0	100	1,128
MS Mississippi	0	0	216	0	26	242
MO Missouri	1,161	1,820	9,347	582	37	12,947
MT Montana	0	0	0	0	0	0
NE Nebraska	183	16	1,663	0	274	2,136
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	11	11
NJ New Jersey	0	0	0	0	37	37
NM New Mexico	0	0	691	0	153	844
NY New York	0	0	0	0	205	205
NC North Carolina	0	0	0	0	615	615
ND North Dakota	0	0	0	0	0	0
OH Ohio	300	1,501	0	0	946	2,747
OK Oklahoma	322	25	513	106	10	976
OR Oregon	113	0	182	0	(19)	276
PA Pennsylvania	0	0	0	0	153	153
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	562	562
SD South Dakota	16	0	0	0	0	16
TN Tennessee	400	0	1,499	0	49	1,948
TX Texas	1,939	455	3,788	1,010	1,088	8,280
UT Utah	401	35	294	0	0	730
VT Vermont	0	0	0	0	63	63
VA Virginia	100	0	0	0	825	925
WA Washington	0	15	151	0	6	172
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	189	189
WY Wyoming	0	43	32	0	6	81
TOTAL U.S.:	14,641	12,380	26,355	5,345	13,005	71,726
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	35	35
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	1,637	1,637
PE Pr.Edward Isle	0	0	0	0	22	22
PQ Quebec	0	0	0	0	2,262	2,262
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	3,956	3,956
*EXPORT SALES:	24,129	1,996	15,538	0	4,183	45,846
TOTAL AG SALES	38,770	14,376	41,893	5,345	21,144	121,528
NON-AG U.S.	12,327	-	-	1,137	520	13,984
Canada	0	-	-	0	15	15
*Exports	805	-	-	0	0	805
TOTAL NON-AG SALES	13,132	-	-	1,137	535	14,804
GRAND TOTAL	**51,902**	**14,376**	**41,893**	**6,482**	**21,679**	**136,332**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

DECEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	1,329	1,329
Brazil	0	0	967	0	0	967
China	7,771	0	0	0	2,497	10,268
Columbia	5,115	1,996	1,984	0	0	9,095
Ecuador	1,810	0	666	0	0	2,476
French Guiana	0	0	181	0	0	181
Guatemala	6,283	0	0	0	0	6,283
Japan	2,773	0	2,665	0	346	5,784
Mexico	377	0	0	0	0	377
Puerto Rico	0	0	0	0	11	11
Venezuela	0	0	9,075	0	0	9,075
TOTAL AG:	24,129	1,996	15,538	0	4,183	45,846
NON-AGRICULTURAL						
Argentina	33	-	-	0	0	33
Korea	214	-	-	0	0	214
Mexico	553	-	-	0	0	553
Puerto Rico	5	-	-	0	0	5
TOTAL NON-AG:	805	-	-	0	0	805
TOTAL EXPORTS	**24,934**	**1,996**	**15,538**	**0**	**4,183**	**46,651**